

# CECOM OSBP NEWSLETTER

U.S. Army CECOM Office of Small Business Programs (OSBP)

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## EXPERT ADVICE FROM THE CECOM OFFICE OF SMALL BUSINESS PROGRAMS (OSBP) SPANS ACROSS FOUR LOCATIONS.

The Mission of the CECOM OSBP is to: "provide leadership and guidance to the CECOM staff, contractors and its customer base on all small business related topics, utilizing innovative technologies and a strategized approach to meeting and potentially exceeding the required program goals", the mission is carried out by trusted Small Business professionals located at Aberdeen Proving Ground, MD; Fort Belvoir, Virginia; Fort Huachuca, Arizona and Tobyhanna Army Depot, Tobyhanna, Pennsylvania.

As set forth in the Federal Acquisition Regulation (FAR) Part 19 - Small Business Programs, FAR Subpart 19.2 and supplementary regulations, policy and guidance; the roles and responsibility of a Small Business Specialists/Program Manager are multifunctional with a paramount objective of ensuring that all reasonable action is taken to increase small business prime and subcontracting participation in each acquisition.

**In this issue, the focus is on... Mr. Charles (Chuck) Collins, Small Business Specialist, CECOM OSBP Fort Huachuca, Arizona.**

A self-proclaimed history enthusiast, Chuck provides great insight on Fort Huachuca, located in southern Arizona at a higher elevation of the Sonoran Desert, 70 miles south of Tucson/30 miles from the infamous city of Tombstone, AZ. Previously called Camp Huachuca; the Fort was established in the Huachuca Mountains, March 3, 1877, during the Apache wars and initially manned by two companies of the Sixth Cavalry. The site was selected because of the supply of fresh running water, abundance of trees, excellent observation in three directions and protective high ground essential for security against Apache tactical methods. Camp Huachuca was designated Fort Huachuca in 1882.

Although the history of the Fort and its uses by the Army is fascinating throughout its years of existence, Chuck has always been interested in the Apache wars. When visitors come to his office to learn about doing business with C4ISR/CECOM, ACC-APG Fort Huachuca and to discuss small business related topics, Chuck often spends a few minutes at the end of the meeting to point to the Dragoon Mountains where Cochise; a strong Apache leader lived and the location of a heliograph station on a nearby mountain that was used during the Apache wars to flash signals via mirror to other heliograph sites many miles away. Chuck also provides them with a little history on the construction of his office building, constructed in 1883 as a barracks for the Cavalry.

*cont'd on page 2*



*Chuck Collins, Small Business Specialist  
for CECOM OSBP, Fort Huachuca*



*Eyes of the Army: Sculpture of Army scouts in front  
of museum annex at Fort Huachuca, Arizona*



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Contact CECOM OSBP: Ms. Alice M. Williams, CECOM OSBP Associate Director  
USARMY.APG.CECOM.MBX.CECOM-SMALL-BUSINESS@MAIL.MIL

**Serving as the single functional lead within the CECOM OSBP, Fort Huachuca, Chuck provides small business advisory assistance to Team C4ISR/CECOM, ACC-APG and the acquisition community in support of the following organizations:**

- The Network Enterprise Technology Command (NETCOM), which has the Army's worldwide mission to operate and maintain its telephone systems and information technology network;
- The Intelligence Center and School (IC&S), which requires contracting for role players, computer modeling and simulation, battlefield studies and instructors;
- The Information Systems Engineering Command (ISEC) – an AMC organization responsible for Engineering and Installation of Army telephone and IT Systems worldwide;
- The Communications Logistics Support Agency (CSLA) – an AMC organization that provides logistics support and National Inventory Control support for certain communications equipment;
- The Electronic Proving Ground (EPG), responsible for electronic testing and
- Fort Huachuca Garrison, responsible for the installation operations and maintenance to include logistic support, repair and maintenance and minor renovation to its facilities, janitorial services, refuse collection, environmental studies and projects, dining facility operations, police and fire services support, grass cutting office purchases office supplies, equipment, furniture and furnishings for the various organizations (i.e., anything to keep the Fort operating).



In Fiscal Year 2014, Fort Huachuca had 1,186 contract actions, obligated \$426M of total small business eligible dollars of which \$211M was awarded to small businesses and as a result Fort Huachuca successfully met all assigned small business goals – an accomplishment attributed to Chuck's commitment to small businesses and belief in their capabilities to support the mission. A dedicated Small Business Advocate with almost forty years of service, Chuck is a great asset to CECOM OSBP Fort Huachuca, the US Army and the United States of America.

**IF YOU ARE INTERESTED IN DOING BUSINESS WITH FORT HUACHUCA ALONG WITH RECEIVING A BRIEF HISTORY LESSON ON THE AREA CONTACT**

Mr. Charles (Chuck) Collins, CECOM OSBP Small Business Specialist at (520) 533-3001 or Charles.a.collins7.civ@mail.mil

## A SMALL DISADVANTAGED BUSINESS SUCCESS STORY:

"With only 2008 days, 1 hour and 16 minutes left in the 8a program, sleep can wait", was the message Banneker Ventures' President, Mr. Omar Karim, sent to a few of Banneker's key subs one late evening last year. Mr. Karim has a 5 foot wide electronic clock on his wall where he tracks the time that Banneker has remaining in the Small Business Administration (SBA)'s Business Development program, also known as the 8a program. Banneker Ventures is a Small Disadvantaged Business (SDB), and a Historically Underutilized Business Zone (HUBZone) certified small business, with core capabilities in providing services in general contracting, construction management, vertical transportation, infrastructure, and facilities management. Mr. Karim has led the company since its founding in 2005, having grown it from a boutique construction management firm to a full-service construction and facilities management firm with a focus on federal government work.

On 22 Jan 2015, CECOM Office of Small Business Programs, 8a Program Manager, Ms. Ha (Jeannie) Dinh-Nguyen along with Mr. Bradley Piern, Small Business Specialist, had the opportunity to learn more about Banneker Ventures' capabilities and the potential it has in support of our future requirements through a capabilities briefing provided by Mr. Karim. The company began its business with the federal sector via two small plumbing jobs in 2011 in support of the Mission Installation Contracting Command requirements at Fort Belvoir. Since then, it has expanded to five different locations with a focus on its core government customers. *cont'd on page 3*



Banneker Ventures, LLC. 8(a) Program Countdown Clock



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The company is currently one of the five Prime Contractors on the Aberdeen Proving Ground (APG) Multiple Award Task Order Contract (MATOC). Banneker Ventures bid competitively amongst eligible 8a program participants for the requirements in support of APG property maintenance, alteration, renovation, base utility maintenance, repair projects and minor constructions projects. According to Mr. Karim, the APG MATOC was the most difficult Request for Proposal (RFP) the company ever responded to. Banneker Ventures' win reaffirmed the company's business processes in regards to: following agency forecast opportunities, following every aspect of the RFP instructions and evaluation requirements and a "go hard" mentality. Within a month of winning this \$230M Multiple Award Indefinite Delivery, Indefinite Quantity (IDIQ) contract, the company hosted an industry day for small businesses in Maryland with the goal of awarding other small disadvantaged businesses an opportunity to work with Banneker on the MATOC, recruiting skilled employees to work on the MATOC, and engaged in teaming discussions to form competitive winning proposals for each Task Order.

The SBA 8a program's mission is to assist small disadvantaged businesses to compete in the marketplace, and to gain a foothold in government contracting. According to Mr. Karim, the company has received more than 50 federal contracts under the 8a program and 20 task orders from the MATOC to date. The company continues its commitment to follow the business strategic development plan, including: focusing on marketing to core customers, following forecast opportunities, networking with strategic partners, and sustaining and training highly skilled employees.

## REFERENCES

[www.sba.gov/content/about-8a-business-development-program](http://www.sba.gov/content/about-8a-business-development-program) | [www.bannekerventures.com](http://www.bannekerventures.com)



From left to right: Ha V (Jeannie) Dinh-Nguyen, Omar A. Karim, and Bradley A. Piern

## Legislation, Regulations, Policy and Guidelines

The Department of Defense (DoD) seeks [10-year Extension of Small Business Mentoring Program](#) – the Mentor-Protégé Program; in existence since 1991, assists small businesses (protégés) to successfully compete for prime contract and subcontract awards by partnering with large companies (mentors) under individual, project-based agreements. This request by the DoD Office of Small Business Programs (OSBP) to extend the current pilot program is intended to provide more stability, reassure industry, and save money, with a focus on encouraging contracting commands to use the program to meet their small business subcontracting goals. Additionally, the DoD OSBP plans to develop a new acquisition regulation that will give program participants more weight during the bid process and grant credit for established working relationship with the DoD. Successful mentor-protégé agreements provide a winning relationship for the protégé, the mentor, and the DoD.

Source: DoD News Article, Defense Media Activity | Publication Date: 22 Jan 15

The Under Secretary of Defense for Acquisition, Technology, and Logistics; Mr. Frank Kendall, reissued [Department of Defense Instruction \(DoDI\) 5000.02 \(07 Jan 15\)](#), to update established policies and implements many of the policies and practices included in the [Better Buying Power initiatives](#). DoDI 5000.02 places major emphasis on tailoring program structures, content, and decision points to the product being acquired. The Instruction contains several models of program structures for use by program managers and executive officers. The Milestone Decision Authority is given broad authority to tailor program acquisition strategies and the examples and starting points can/should be adjusted to fit the requirement at hand – models are provided as references to assist thought processes and analysis of the best structure to use on a given program. As a follow on, the DoD is working with lawmakers to simplify and rationalize burdensome and overlapping statutory requirements to include a new enclosure addressing cybersecurity.

## Portfolio Group Taxonomy

For a given contract action, the Product or Service Code (PSC) is selected based on the predominant product or service that is being purchased. The selection of the correct PSC is done by first selecting the Portfolio Group that best describes the predominant requirement and then selecting from the PSCs within that portfolio group a process performed using the Office of the Under Secretary of Defense, memorandum entitled, "[Taxonomy for the Acquisition of Services and Supplies & Equipment\(S&E\) \(27 Aug 12\)](#)," which published the complete taxonomy list of 16 portfolio groups (9 Services, 7 S&E) and 70 portfolios (40 Services, 30 S&E) and communicated also noted that a review was conducted resulting in the establishment of a new portfolio group, the Logistics Management Services Portfolio Group. | [Defense Procurement and Acquisition Policy \(DPAP\) Policy Vault](#) |



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